

**SYLLABUS**  
**Academic year 2021-2022**  
**Year of study III / Semester II**

**1. Information on academic programme**

1.1. University	<b>“1 Decembrie 1918” University of Alba Iulia</b>
1.2. Faculty	<b>Faculty of Economics</b>
1.3. Department	<b>Business Administration and Marketing</b>
1.4. Field of Study	<b>Business Administration</b>
1.5. Cycle of Study	<b>Undergraduate</b>
1.6. Academic programme / Qualification	<b>Business Administration / 242102 Process improvement specialist, 242104 Process manager, 242110 Economic performance planning, control and reporting specialist</b>

**2. Information of Course Matter**

2.1. Course		<b>Foreign Trade Transactions</b>		2.2. Code		<b>BA326</b>	
2.3. Course Leader				Teaching Assist. PhD Nichita Ramona-Anca			
2.4. Seminar Tutor				Teaching Assist. PhD Nichita Ramona-Anca			
2.5. Academic Year	<b>III</b>	2.6. Semester	<b>II</b>	2.7. Type of Evaluation (E – final exam/C-examination /VP)	<b>E</b>	2.8. Type of course (C– Compulsory, Op – optional, F - Facultative)	<b>C</b>

**3. Course Structure (Weekly number of hours)**

3.1. Weekly number of hours	<b>3</b>	3.2. course	<b>2</b>	3.3. seminar, laboratory	<b>1</b>
3.4. Total number of hours in the curriculum	<b>42</b>	3.5. course	<b>28</b>	3.6. seminar, laboratory	<b>14</b>
Allocation of time:					Hours
Individual study of readers					<b>13</b>
Documentation (library)					<b>10</b>
Home assignments, Essays, Portfolios					<b>6</b>
Tutorials					<b>2</b>
Assessment (examinations)					<b>2</b>
Other activities					<b>-</b>

3.7 Total number of hours for individual study	<b>33</b>
3.8 Total number of hours in the curriculum	<b>42</b>
3.9 Total number of hours per semester	<b>75</b>
3.10 Number of ECTS	<b>3</b>

**4. Prerequisites (where applicable)**

4.1. curriculum-based	<i>Courses from previous semesters: e.g. Management, Marketing</i>
4.2. competence-based	<i>The competences stipulated at the above mentioned courses: e.g.</i>

	<i>Organisation structure, Process Management, Marketing</i>	
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**5. Requisites (where applicable)**

5.1. course-related	<i>Classroom with video projector/boar</i>	<i>Classroom with video projector/board</i>	
5.2. <b>seminar</b> /laboratory-based	<i>Classroom with video projector/board/computers for drawing up projects</i>	<i>Classroom with video projector/board</i>	

**6. Specific competences to be acquired (chosen by the course leader from the programme general competences grid)**

Professional competences	<p>C1. Knowledge, understanding of the basic concepts, theories and methods of the field and area of specialization; their proper use in professional communication</p> <p>C2. Use of basic knowledge for explaining and interpreting various types of concepts, situations, processes, projects, etc. associated with the domain</p> <p>C5. Development of professional projects using principles and methods established in the field</p>
Transversal competences	<p>The discipline is intended to transmit to the students the necessary information regarding the initiation and foundation of a foreign trade operation. A characteristic of the course is its interdisciplinarity, combining, in the logic of the theory of an international business, several economic disciplines that an economist must know in order to conclude international commercial contracts.</p>

**7. Course objectives (per programme specific competences grid)**

7.1 General objectives of the course	<p><i>A. Cognitive objectives</i></p> <ul style="list-style-type: none"> <li>- <i>Knowledge and understanding of the concepts related to commercial policies, international contracting, payment techniques in commercial transactions, import-export operations;</i></li> <li>- <i>Explaining and interpreting the mechanisms of operation of commercial transactions;</i></li> <li>- <i>Understanding and applying specific fundamental principles and methods of investigation;</i></li> <li>- <i>Identification, collection and evaluation of opportunities and risks related to activities in the field of foreign trade;</i></li> <li>- <i>The correct definition of the object of study and the establishment of the relations that the discipline of Foreign Trade Transactions has with other sciences.</i></li> </ul> <p><i>B. Procedural objectives</i></p> <ul style="list-style-type: none"> <li>- <i>1. The use of methods and tools for investigating the results obtained by different categories of companies as a result of participating in commercial transactions;</i></li> <li>- <i>2. The ability to synthesize and interpret a set of information, to solve some basic problems and to evaluate the possible conclusions specific to the operations carried out in the commercial transactions;</i></li> <li>- <i>3. The use of theories and tools for solving problems specific to the</i></li> </ul>
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	<i>operations carried out in commercial transactions.</i>
7.2 Specific objectives of the course	<ul style="list-style-type: none"> <li>- 1. <i>Develop a proactive attitude towards the necessity of the participation of world states in the world economic circuit;</i></li> <li>- 2. <i>Self-assessment of the need for further vocational training, by capitalizing on opportunities to identify and assimilate new knowledge in the field;</i></li> <li>- 3. <i>Optimal and creative use of one's capacities in scientific activities.</i></li> </ul>

## 8. Course contents

<b>8.1 Course</b>	<b>Teaching methods</b>	<b>Remarks</b>
<i>1. Aspects regarding contemporary international commerce</i>	<i>Lecture, presentation, discussions</i>	<i>4 hours</i>
<i>2. The specificity of foreign trade transactions</i>	<i>Lecture, presentation, discussions</i>	<i>4 hours</i>
<i>3. Entering foreign markets</i>	<i>Lecture, presentation, discussions</i>	<i>4 hours</i>
<i>4. International commercial contracting</i>	<i>Lecture, presentation, discussions</i>	<i>4 hours</i>
<i>5. Negotiation of the international sales contract</i>	<i>Lecture, presentation, discussions</i>	<i>4 hours</i>
<i>6. Carrying out the export/import operations</i>	<i>Lecture, presentation, discussions</i>	<i>4 hours</i>
<i>7. Foreign trade policies</i>	<i>Lecture, presentation, discussions</i>	<i>4 hours</i>
<b>8.2 Bibliography</b>		
1. Stremțan, F. & Maican, S. (2012). <i>Fundamentals of trade</i> . Alba Iulia: Didactica UAB. 2. Borbely, D. (2006). <i>Trade specialization in the enlarged European Union</i> . Heidelberg: Springer. 3. Mikic, M. (1998). <i>International trade</i> . London: Macmillan. 4. Cheesman, Henry R. (2002). <i>The legal regulatory environment. E-commerce, international, and ethical environment</i> . New York: Prentice Hall.		
<b>Seminars-lab</b>	<b>Teaching methods</b>	
<i>1. Aspects regarding contemporary international commerce</i>	<i>Discussions, team work, case study</i>	<i>2 hours</i>
<i>2. The specificity of foreign trade transactions</i>	<i>Discussions, team work, case study</i>	<i>2 hours</i>
<i>3. Entering foreign markets</i>	<i>Discussions, team work, case study</i>	<i>2 hours</i>
<i>4. International commercial contracting</i>	<i>Discussions, team work, case study</i>	<i>2 hours</i>
<i>5. Negotiation of the international sales contract</i>	<i>Discussions, team work, case study</i>	<i>2 hours</i>
<i>6. Carrying out the export/import operations</i>	<i>Discussions, team work, case study</i>	<i>2 hours</i>
<i>7. Foreign trade policies</i>	<i>Discussions, team work, case study</i>	<i>2 hours</i>
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## 9. Corroboration of course contents with the expectations of the epistemic community's significant representatives, professional associations and employers in the field of the academic programme

*The contents of the discipline are adapted to the current needs of employers, contributing to students' acquisition of knowledge, theoretical and practical skills related to foreign trade transactions.*

## 10. Assessment

Type of activity	10.1 Assessment criteria	10.2 Assessment methods	10.3 Weight of the final grade
10.4 Course	<i>Final assessment</i>	<i>Written exam</i>	60%

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10.5 Seminar	<i>Continuous assessment</i>	<i>1. Degree of involvement in seminar activities</i>	20%
		<i>2. Quality of seminar activities: discussions, reports, case studies</i>	20%
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10.6 Minimum performance standard: Obtaining minimum 5 (five).			
C 1. Knowledge and understanding of the fundamental concepts, theories and methods in the field and speciality area; their adequate use in professional communication.			
C5. Drawing up professional projects with methods and principles acknowledged in the field.			

Fill in date  
03.09.2021

Course leader's signature  
Teaching Assist. PhD Nichita Ramona-Anca

Seminar tutor's signature  
Teaching Assist. PhD Nichita Ramona-Anca

Approval date in department  
03.09.2021

Department director's signature  
Lecturer PhD Maican Silvia